

Message Text

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ACTION EB-08

INFO OCT-01 CIAE-00 EUR-12 DODE-00 NSAE-00 USIA-06

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FM AMCONSUL STUTTGART

TO SECSTATE WASHDC PRIORITY 4050

USDOC WASHDC PRIORITY

INFO AMEMBASSY BONN

AMEMBASSY VIENNA

AMCONSUL FRANKFURT

AMCONSUL HAMBURG

AMCONSUL MUNICH

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EXCON

E. O. 11652: N/A

TAGS: ESTC GW

SUBJ: AEG TELEFUNKEN, THERESIENSTRASSE 2, D-7100 HEILBRONN,
FRG

REF: STATE 304249

1. AS A RESULT OF MEETING THE MORNING OF DECEMBER 27 WITH
PAUL SIEBER, MANAGER, LSI CIRCUIT DESIGN AND KARL C. VEIHL,
PURCHASING MANAGER, BOTH OF SEMI-CONDUCTOR DIVISION, SERIEN-
PRODUKTE AG, AEG TELEFUNKEN, WE HAVE NO REASON TO RECOMMEND
WITHHOLDING OF EXPORT LICENSES FOR THE MD-104MC LSI TEST
SYSTEM CONTROLLER WITH ACCESSORIES AND THE Z-MEMORY EXPAN-
SION AND MPU I/O CONTROLLER IN QUESTION.

2. ACCORDING TO SIEBER, THE FIRM WANTS ITS GOODS AS SOON AS
POSSIBLE; IT NOW HAS EXCESS FUNDS IN ITS BUDGET. IF THE GOODS
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ARE NOT PAID FOR AND SHIPPED BY THE END OF 1977 (THE END OF
THE COMPANY'S FISCAL YEAR), THE DIVISION WILL LOSE ITS FUND-
ING FOR THE PURCHASE.

3. PART OF THE REASON FOR THE HASTE MAY ALSO BE EXPLAINED BY
VIEHL'S STATEMENT THAT MACROTRON GMBH WILL NO LONGER REPRE-
SENT MACRODATA AFTER JANUARY 1; SERIENPRODUKTE WOULD LIKE

TO DO BUSINESS WITH ITS OLD CONTACTS UP UNTIL THE LAST.

4. INSPECTION OF THE ORDER FOLDER INDICATED THE FIRM IS INDEED IN A GREAT HURRY TO OBTAIN ITS NEW EQUIPMENT; CONTAINED IN IT WERE REPEATED REQUESTS FOR EXPEDITION OF THE DEVICES.

5. WE WERE TOLD BY OUR CONTACTS THAT AEG TELEFUNKEN IS A LONG-TERM CUSTOMER OF MACRODATA; FIRST CONTACT WAS MADE IN 1971 AND A LARGE ORDER PLACED IN 1973. ANOTHER LARGE ORDER WAS PLACED IN 1975.

6. DECEMBER 27'S MEETING INCLUDED A TOUR OF THE FIRM'S LABORATORY FACILITIES WHERE WE INSPECTED THE PREVIOUSLY PURCHASED MD-104MC INSTALLATION. SIEBER TOLD US THAT AFTER THE ARRIVAL OF THE NEW EQUIPMENT, THE LABORATORY WILL BE REARRANGED, WITH THE TEST SYSTEM CONTROLLER BEING MOVED TO ANOTHER PART AND ULTIMATELY USED BY THE PRODUCTION LINE. HE FURTHER MENTIONED WE WERE FREE TO RETURN IN SIX MONTHS TO OBSERVE THE NEW EQUIPMENT IN OPERATION.

7. THE ONLY POINT IN OUR MEETING THAT DID NOT RING TRUE WAS THE INITIAL UNEASE OF SIEBER AND VEIHL; THIS MIGHT BE ASCRIBED TO THEIR FIRST CONTACT WITH AN EXPORT CONTROL TEAM OR INTERNAL COMPANY POLICIES, OR OTHER FACTORS; WE HAVE NO WAY OF KNOWING.

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8. WE ARE AIRMAILING COPIES OF THE PURCHASE ORDERS.
JENKINS

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: STRATEGIC TRADE CONTROLS, TRANSACTION CHECKS, SEMICONDUCTOR DEVICES, EXPORT LICENSES
Control Number: n/a
Copy: SINGLE
Sent Date: 27-Dec-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
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